

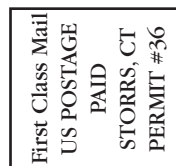
Information/Registration

**All attendees will receive a
FREE guide on
International Trade Resources.**

There is **NO COST** for the workshop, but seating is limited. Pre-registration is required and a commitment to attend all sessions is strongly encouraged. To register, call Misty Lathrop at the UConn CT Small Business Development Center at (860) 486-4135, or e-mail: misty.lathrop@business.uconn.edu.

Sponsored by TD Banknorth and Post University, this program is presented by The Connecticut Small Business Development Center, a Partnership Program of the U.S. Small Business Administration and the University of Connecticut, in Cooperation with the U.S. Department of Commerce, the Connecticut Department of Economic and Community Development, the Oxford Economic Development Corporation, and the Oxford Regional Innovation Center, Inc.

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Connecticut Small Business
Development Center
2100 Hillside Road Unit 1094
Storrs, CT 06269-1094



2005
International Trade Series
Oxford, Connecticut

Practical Guidelines for Exporting

Four Great Workshops
One Convenient Location

**A Series of Four
FREE Workshops at
Oxford Airport**

Program Schedule
Thursdays
June 9 – 30, 2005
6:30 p.m. registration
7:00-9:00 p.m. program
Oxford Airport
Hangar F
3 Juliano Drive
Oxford, CT 06478



2005

International Trade Series

Oxford, Connecticut

Practical Guidelines for Exporting

Four Great Workshops
One Convenient Location

For four consecutive Thursdays, the University of Connecticut's Small Business Development Center, in partnership with TD Banknorth, Oxford Innovation and Post University, will present the 2005 International Trade Series workshops in Oxford. The workshops are intended for existing business owners that have often considered entering or expanding sales in foreign markets. Attendees will learn from seasoned professionals, representing a variety of businesses and receive information about the many services and resources available to help Connecticut business owners start or grow their export portfolio.

Workshops

1 June 9 Basics of Exporting

Speakers: Representatives from the Department Of Commerce, Export Assistance Center: **Carl Jacobsen**, **Sharon Bongiovanni** and **Melissa Grosso**. Representatives from the Department of Economic and Community Development, International Trade Division: **Costas Lake** and **Laura Jaworski**

Topics will include: How to find the right international market, how to promote your products and services internationally and how to deal with other countries and various national and regional regulations. The panelists will also introduce you to the resources available to start and grow your exporting business in Connecticut.

2 June 16 Developing Your International Business Plan

Speakers: Connecticut Small Business Development Center Interim State Training Coordinator, **Leila Fecho, MBA** and **Gene Weiner**, Weiner International

Topics will include: What you need to consider when preparing an international business and marketing plan, above and beyond the traditional, domestic documentation. You will also hear some examples of international successes and failures, learning from others where to focus your energy and what pitfalls to avoid.

3 June 23 Logistics: Documents and Customs Clearance Process

Speaker: **Dr. Barry Foltos**, Professor of International Business, Post University

Topics will include: What to document and how to clear customs. Professor Foltos will share his extensive knowledge of exporting logistics. Glean the high points of what is normally a semester-long course in a matter of a few short hours.

4 June 30 Financing Your Export Business

Speaker: **Eric Aberbach**, International Banking Officer, TD Banknorth

Topics will include: How to identify the best banking and financial solutions to meet the needs of your business and your overseas customers, including letters of credit, financing options, and more. In this session, you can learn first-hand what banking officers will be keenly interested in knowing about your business and your intent to export.